

Product Group 3 Technical Questions and Responses

1. Reference B.4 - Pricing, wherein it states "The resulting prices for products and services purchased under this contract must be provided as discounts from the MSRP." Will the Government accept offers that propose discounts off of the offeror's published commercial price list?

FAA Response: Discounts must be provided as discounts from MSRP.

2. Does the FAA require multiple rates based upon skill sets?

FAA Response: Offerors are encouraged to provide as much detail as possible for the labor categories considered necessary for this contract in the green shaded areas. Other lines below the green shaded areas may also be used.

3. Can the bidder provide rates for professional services that are not on their GSA schedule or GWAC?

FAA Response: Yes

4. There may be a fair amount of technical product that may be proposed or requested by the FAA that is not on a GSA Schedule or GWAC due to trade compliance, can these items still be proposed?

FAA Response: Yes

5. If the contractor has a GSA Schedule 70 contract but some of the proposed items are not on their schedule, or a teaming partner's schedule, can these items still be proposed?

FAA Response: Yes

6. Will the contract also include brands where the original OEM product is added to new technology (touch screen overlay technology)?

FAA Response: Yes, Section C.5.7 allows for technology improvements.

7. Please provide further explanation of "shall be automatically offered to the Government prior to receipt of orders."

FAA Response: Any price reductions received by the Contractor prior to receiving an official Delivery Order must be communicated to the purchaser so that the Delivery Order can be modified. If the Contractor has already received the Delivery Order the price reduction is not required.

8. Will the Option year pricing be based on market conditions?

FAA Response: Any renegotiation of contract prices, or adjustments required due to market conditions, will take place prior to exercising option years.

9. Please confirm that asset identification is not a requirement for product group 3.

FAA Response: Asset tagging has not been identified for any Product Group 3 items at this time. The FAA may elect to require asset tagging at a future date.

10. Are you expecting to see a proposal for Asset Tagging when the requirement in Section H states there are no items requiring asset tags at this time?

FAA Response: See answer to Question 9. Offerors are required to propose a cost for the Asset Tag fee in the "Other Costs" worksheet of the Section J, Attachment IX document.

11. Will a SOW be needed for the installation services?

FAA Response: If a SOW is necessary for an installation, the Government will prepare it.

12. Will there be a notice period for any increase in the fee? Is there a maximum amount for increase? How often will be an increase?

FAA Response: Any changes to the Franchise Fund fee will be conveyed to the Contractor within a sufficient period of time. The FAA will evaluate the fee six months after award of the contract, and quarterly thereafter, to determine whether any adjustments are necessary. It is highly unlikely that the fee would be changed more than once a year and the amount would most likely decrease.

13. Question: OEM Equipment Maintenance is typically provided as a Firm Fixed Price for the individual piece of equipment. Will Equipment Maintenance CLINs be requested as Firm Fixed Price options on individual Task Orders under this contract?

FAA Response: Equipment maintenance must be proposed as discounts from MSRP. Any exceptions to this pricing methodology (e.g., Oracle Sun) may require negotiation after contract award.

14. Section B, page B1, paragraph B.3.; The statement " The Contractor shall provide all hardware/software products, maintenance and services to support Product Solutions described in the SOW and listed in Section B." Certain products listed are already covered under existing FAA contracts. Will those products (example: Red Hat, Symantec) be removed from existing FAA contracts or is it the intention of the FAA to engage in two contract vehicles for these products?

FAA Response: The FAA intends to restrict purchases of products already covered by other contracts. However, a certain amount of redundancy will exist between the SAVES contracts to facilitate purchases and provide complete Product Solutions (Section C.1.0). For example, a subset of Red Hat and Symantec products is required to be purchased with server hardware. In other words, some software is needed for the successful operation, configuration, monitoring and control of the server. All other Red Hat and Symantec software must be purchased through the existing SAVES software contract.

15. Section B, Page B-3, paragraph 4.4; "All credit card transaction fees and the FAA Franchise Fee are to be included in the contract pricing." What is a FAA Franchise Fee?

FAA Response: See Section C.5.1.3. The fee is in support of the FAA Franchise Fund.

16. Section B, Page B-1,2, paragraph 4 Pricing; For List price changes from Manufacturers after contract award, will the awarded contractor be permitted to adjust pricing to FAA based on these list price changes from manufacturer, even if the list pricing is higher than either submitted contract pricing, or previous option years pricing?

FAA Response: Any changes to pricing are typically negotiated before exercising option years on the contract. See Section B.4 regarding price changes.

17. Our company participated in two FAA SAVES RFI product procurement and pricing exercises that were originally focused towards small business. Why was the supplier target changed from "Small Business" to "Full and Open" given the qualified pool of small business providers?

FAA Response: Market survey results determined there was not reasonable competition amongst small businesses that could meet all of the technical requirements outlined in the statement of work for all three product groups. Based on facts carefully considered, the entire SAVES IT HW procurement (ie., Product Groups 1-3) is not being set aside for small business. The FAA has decided to conduct Non-Set Aside competitions (with respect to business classification) for Product Groups 1 and 2, and conduct a competitive Small Business set aside procurement for Product Group 3.

18. It is our understanding that the FAA wishes to use the minimum GSA discount as a baseline to compare pricing responses. What should respondents submit as a baseline for manufacturers that are not on or do not own a GSA schedule?

FAA Response: The FAA has removed the requirement for providing the "GSA Minimum Discount" in the pricing table, reference revised Section J-IX attachment.

19. The FAA is requiring the price offer to be presented as a discount from MSRP and below GSA. Our experience has been that some manufacturers, especially many of those required in solicitation # DTFAWA-10-R-00026 (group 3 of 3), may not regularly publish or update MSRP lists. Would the FAA accept an offer as a discount from another publicly verifiable index, such as a contractor's commercial catalog or other federal contract, in lieu of a discount from MSRP?

FAA Resonse: Reference response to Question 1.

20. The FAA has asked for discount percentages in the Price Proposal. How will the FAA evaluate the best value? Will there be a market basket for the purposes of comparison at a later stage in this procurement?

Best value will be based on the anticipated volume of annual purchases. The FAA may elect to conduct an on-line reverse auction (Section M.1.1).

21. The RFP states in part "...Interested vendors must be a GSA Schedule 70 contract holder." As such, does the FAA require all proposed products and services bid to be on vendor's GSA schedule 70 contract by the proposal due date?

FAA Response: All products and services are not required to be on the Offeror's GSA Schedule 70 by the proposal due date.

22. How many awards does the FAA anticipate per Group under the SAVEs umbrella program?

FAA Response: Please refer to Section M.1.2 Number of Contracts to be Awarded.

23. Will the resulting contract be awarded under the offeror's GSA Schedule Contract?

FAA Response: No, The FAA contemplates award of an FAA Indefinite-Delivery/Indefinite-Quantity fixed price contract.

24. Reference Part IV – Section K. Paragraph K.12 applies the Buy American Act(BAA). Since the BAA currently exempts IT products, please confirm this offeror's assumption that K12 does NOT apply to this procurement.

FAA Response: No reference to Part IV – Section K, paragraph K.12 regarding Buy American Act provided for this SIR. However, the BAA application is not applicable to this SIR.

25. Reference Part IV – Section K. Paragraph K.13 (a) applies the Buy American Act(BAA). Since the BAA currently exempts IT products, please confirm this

offeror's assumption that K13 (a) does NOT apply to this procurement. Assuming K13 (a) applies, please confirm that the preference of K13 (b) which is no longer required is also not applicable.

FAA Response: No reference to Part IV – Section K, paragraph K.13 regarding Buy American Act provided for this SIR. However, the BAA application is not applicable to this SIR.

26. What are the limitations on Electronic Copies and Page count for Factor 3 – Relevant Experience/Past Performance?

FAA Response:

1. Past Performance - Offerors will not be submitting Past Performance Questionnaires they should come from previous or current customers therefore, no electronic copies from the Offeror are required as part of their proposal. For page limitations see Section L 10.3. Proposal Volumes Requirements.
- 2. Relevant Experience – for electronic copies and page count see Section L 10.3 Proposal Volumes Requirements**

27. How many Paper Copies of Factor 1, Sub-Factor 3 – Business Intelligence are required?

FAA Response: 1 page maximum, see revised Section L.

28. If the offeror is a small business, does it have to submit a small business sub-contracting plan?

FAA Response: No